

FUNDRAISING

FUND ADVISOR TOOLKIT

Northwest Minnesota Foundation



Fund Advisor Script for Phone Gift Ask or Set A Donor Meeting

- Hi (*prospect name*), this is (*your name*), and I am a fund advisor with the (*fund name*)
- Is this a good time for you? Do you have a couple of minutes?
- I have become involved with the (*name of fund/board/committee*) in which I am very excited. It's not only something I believe is important, but also meaningful to the future of our (*community/school/etc*).
- Our mission is simple:
 - (*fill in the mission of the fund*)

GIFT ASK

- I would like to ask you to support our efforts in (*reason for fundraising*) by making a donation to our cause. We are trying to reach a goal of (*enter goal amount*) by (*enter goal date*)
- Can we count on you to support our cause? We will be grateful for your support of (*name of fund/board/committee*).
- You can go online to www.nwmf.org/givenow and search for (*name of NMF fund*) or you can mail a check to the Northwest Minnesota Foundation: 201 3rd St. NW, Bemidji, MN 56601. Be sure to write (*name of NMF fund*) in the memo of the check.
- Thank you so much for your time and consideration. If you need some time to decide, when is a good time to follow up with you?
- Together we can help support (*name of fund/board/committee*) and make a difference in our community.

MEETING ASK

- I would like to meet with you to talk about the (*fund name*), our work and our goals.
- Is there a good time when we could meet and we can talk about our work in the support of (*name of NMF fund*) cause?
- Thank you so much for your time and consideration. If you need some time to decide, when is a good time to follow up with you? OR I look forward to meeting you on (*date*) at (*location*).
- Together we can help support (*name of fund/board/committee*) and make a difference in our community.

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We believe Northwest Minnesota offers boundless opportunities.

